

Message Text

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PAGE 01 LAGOS 02557 071222Z

ACTION AF-08

INFO OCT-01 ISO-00 EB-08 /017 W

-----071600Z 054838 /47

R 071105Z MAR 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 9705

USDOC WASHDC

INFO AMCONSUL KADUNA

AMCONSUL IBADAN

UNCLAS LAGOS 2557

E.O. 11652: N/A

TAGS: BENC, BTRA, ECRE, NI

SUBJECT: CONSTRUCTION JOINT VENTURES WITH NIGERIAN GOVERNMENT

REF: (A) STATE 34964, (B) 76 USDOC 15256

1. SHARP BROTHERS AND DRAVO, TWO OF THE CONSTRUCTION COMPANY TEAMS VISITING LAGOS LAST WEEK AT INVITATION OF NIGERIA TO DISCUSS POSSIBLE JOINT VENTURES WITH FMG IN CONSTRUCTION FIELD CONCLUDED THEIR MEETINGS VERY SATISFACTORILY. BECHTEL, THE THIRD COMPANY TEAM, IS SCHEDULED TO ARRIVE HERE MARCH 9 FOR ITS TALKS.

2. EACH GROUP SPENT TWO FULL DAYS WITH MINISTRY OF WORKS OFFICIALS, FIRST DAY HEARING FMG VIEWS AND SECOND DAY GIVING COMPANY RESPONSE. ACCORDING TO GOVT SPOKESMEN, FMG WISHES TO FORM JOINT VENTURE COMPANIES WITH SEVERAL FOREIGN FIRMS. THE RESULTANT ENTITIES WOULD NOT BE FORMED FOR ANY SPECIFIC PROJECTS BUT WOULD BE ON CALL TO CARRY OUT A WIDE VARIETY OF MAJOR PROJECTS AS NEEDED. THE ENTITIES WOULD COMPETE WITH ONE ANOTHER TO ENSURE OPTIMAL SERVICE AND PRICE.

3. COMPANIES APPEAR PLEASED. SHARP BROTHERS EXECUTIVES, FOR EXAMPLE, EMPHASIZED HOW FAVORABLY IMPRESSED THEY WERE WITH UNCLASSIFIED

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FRANKNESS, NEGOTIATING ABILITY AND EVIDENT ADMIRATION OF FMG OFFICIALS FOR US TECHNOLOGICAL AND MANAGERIAL EXPERTISE. NIGERIAN OFFICIALS WHO PARTICIPATED IN TALKS WILL NOW SUBMIT THEIR REPORTS TO MINISTRY OF WORKS PERMSEC AND COMMISSIONER FOR REVIEW. CROSBY

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, TRADE VISITS, JOINT VENTURES
Control Number: n/a
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 34964
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3188746
Secure: OPEN
Status: NATIVE
Subject: CONSTRUCTION JOINT VENTURES WITH NIGERIAN GOVERNMENT
TAGS: BENC, BTRA, ECRE, NI, BECHTEL, SHARP BROTHERS, DRAVO
To: STATE COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/465581bc-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009